

Message Text

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46

ACTION AF-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

----- 103483

R 081250Z FEB 74

FM AMEMBASSY LUSAKA

TO USDOC WASHDC

INFO SECSTATE WASHDC 9760

UNCLAS LUSAKA 0201

E.O. 11652: N/A

TAGS: BEXP, ZA

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 794/01/P0046

2. 020874

3. C. TAYLOR

4. 794 ZAMBIA

5. MDI

6. A. REPLY TO --

B. L.Y. LESOETSA, GROUP PURCHASING MANAGER

C. INDECO LIMITED,

P.O. BOX 1935,

LUSAKA, ZAMB A.

7. CABLE INDECO, TEL. 74051

8. IND/7/1/LYL/HMK

9. 101

10. DESCRIPTION

2819738-200 SODIUM TRI-POLY PHOSPHATE

2819787-200 SODIUM TOLUENE SULPHONATE

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2819761-050 SODIUM SULPHATE

BUYER S REQUIREMENTS AS FOLLOWS:

SODIUM TRIPOLYPHOSPHATE 2,600 METRIC TONS PER YEAR, SPECIFICATIONS:

(A) EMPIPHOS STP/D GRADE, (B) TEMPERATURE 5 - 8 DEGREE CENTIGRADE.

SODIUM TOLUENE SULPHONATE 2,500 METRIC TONS PER YEAR,

SPECIFICATIONS: (A) 90 DEGREE EITESOL, (B) ST 90.

SODIUM SULPHATE 400 METRIC TONS PER YEAR, SPECIFICATIONS: (A)

APPEARANCE WHITE CRYSTAL POWDER FREE FROM SPECS., (B) SODIUM SULPHATE

CONTENT 99.8 PERCENT OVER AND 98.5 PERCENT MINIMUM, (C) UNHYDROUS

SODIUM SULPHATE PREFERRED.

BUYER WISHES SHIPMENTS IN 200-500 METRIC TON LOADS BEGINNING AS

SOON AS POSSIBLE. QUOTATIONS SHOULD BE FOB U.S. PORTS AND C AND F

DAR ES SALAAM AND/OR LOBITO. BUYER WOULD LIKE 180-DAY CREDIT

ARRANGEMENTS, BUT PREPARED MAKE SIGHT PAYMENTS USING LETTERS OF CREDIT.

BUYER IS VERY LARGE ZAMBIAN GOVERNMENT PARASTATAL ENTERPRISE

ENGAGED IN WHOLE RANGE OF MANUFACTURING AND TRADING ACTIVITIES.

THROUGH ITS SUBSIDIARY, LBZ LIMITED, IT SUPPLIES BULK OF ZAMBIA S

SOAP AND HOUSEHOLD DETERGENTS. NN VIEW PROBLEMS INDECO HAVING WITH

EUROPEAN SOURCES OF SUPPLY, BUYER SEEKING AGENCY ARRANGEMENT WITH

APPROPRIATE U.S. FIRM TO FACILITATE PROCUREMENT OF ALL

INDUSTRIAL CHEMICALS IMPORTED FROM U.S. FOR ENTIRE ZAMBIAN

MARKET. IF PRICES AND ESPECIALLY DELIVERY DATES ATTRACTIVE,

COMPLETE LINE OF ZAMBIA S REQUIREMENTS, WORTH APPROXIMATELY

DOLS. 23-32 MILLION ANNUALLY, COULD BE IMPORTED THROUGH THIS AGENCY.

SPECIAL HANDLING REQUESTEDJG IN ADDITION TO CIRCULATING THIS

TOP TO POSSIBLE U.S. SUPPLIERS, WOULD APPRECIATE USDOC S

CONTACTING PROSPECTIVE U.S. AGENTS AND HAVE THOSE INTERESTED

WRITE OR CABLE AMEMBASSY LUSAKA.

WILKOWSKI

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NNN

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